

Message Text

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43

ACTION EB-06

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FM AMEMBASSY BONN

TO SECSTATE WASHDC 5989

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FOR EB/OCA/REP

E.O. 11652: N/A

TAGS: ECRP, GW

SUBJECT: CERP PUBLICATION PROCUREMENT

REF: A) STATE OM AUG. 6, 1974; B) STATE OM OCT. 8,
1974; C) STATE A-7215

1. EMBASSY NOTES WITH CONCERN THE INSTRUCTIONS
CONTAINED IN REF. B WHICH CONTRADICT, IN SEVERAL
INSTANCES, INSTRUCTIONS IN REF. A WITH RESPECT TO THE
CERP PUBLICATIONS PROGRAM. GIVEN THE FACT THAT ONLY
TWO MONTHS SEPARATE THE TWO INSTRUCTIONS, WE ARE AT A
LOSS TO UNDERSTAND WHY IT WAS NECESSARY IN OCTOBER TO
INCREASE THE NUMBER OF COPIES OF THE SAME PUBLICATIONS
WHICH HAD BEEN CUT BACK IN AUGUST, AND WHY SOME
PUBLICATIONS DELETED IN AUGUST ARE TO BE REINSTATED BY
THE OCTOBER OM.

2. SINCE MOST CERP PUBLICATIONS ARE ORDERED UNDER
ANNUAL PURCHASE CONTRACTS, SHORT-TERM CHANGES ARE
IMPOSSIBLE TO MAKE WITHOUT DEFAULTING ON OUR
CONTRACTUAL OBLIGATIONS, AND IN ANY CASE REQUIRE THAT
WE USE OUR LIMITED TRADE PROMOTION PERSONNEL IN
UNPRODUCTIVE AND TIME WASTING ACTIVITIES AT VARIANCE
WITH OUR COUNTRY COMMERCIAL PROGRAM PLANS AND
OBJECTIVES.

3. FOR THIS REASON, UNLESS OTHERWISE INSTRUCTED BY
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THE DEPARTMENT, WE WILL NOT REPEAT NOT INSTITUTE THE

CHANGES REQUESTED IN REF. B UNTIL CONTRACTS MADE IN RESPONSE TO REF. A HAVE RUN THEIR COURSE. CHANGES THAT CAN BE MADE WHICH DO NOT REQUIRE WRITING NEW CONTRACTS, WILL BE MADE AND THE DEPARTMENT WILL BE INFORMED OF THESE VIA AIRGRAM.

4. IN THE FUTURE, WE URGE THAT CHANGES IN CERP PUBLICATION DISTRIBUTION AND PROCUREMENT BE MADE ONLY ON AN ANNUAL BASIS EXCEPT WHERE EXTRAORDINARY CIRCUMSTANCES WARRANT MORE FREQUENT CHANGES.

HILLENBRAND

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